

MANUFACTURING EXTENSION PARTNERSHIP



\$19 million in new and retained sales
\$5 million in new investments
230 jobs created or retained

The National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP) works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits, and save time and money. The nationwide network provides a variety of services, from innovation strategies to process improvements to green manufacturing. MEP also works with partners at the state and federal levels on programs that put manufacturers in position to develop new customers, expand into new markets and create new products.

MEP field staff has over 1,400 technical experts – located in every state – serving as trusted business advisors, focused on solving manufacturers' challenges and identifying opportunities for growth. As a program of the U.S. Department of Commerce, MEP offers its clients a wealth of unique and effective resources centered on five critical areas: technology acceleration, supplier development, sustainability, workforce and continuous improvement.

Innovation is at the core of what MEP does. Manufacturers that accelerate innovation are far more successful than those who don't. By placing innovations developed through research at federal laboratories, educational institutions and corporations directly in the hands of U.S. manufacturers, MEP serves an essential role sustaining and growing America's manufacturing base. The program assists manufacturers to achieving new sales, leading to higher tax receipts and new sustainable jobs in the high paying advanced manufacturing sector.

For more information, contact:

Phillip Wadsworth
(440) 925-0712
phillip.wadsworth@nist.gov



* Impacts are based on clients receiving service in Federal FY2009

WWW.NIST.GOV/MEP • 1-800-MEP-4MFG

U.S. DEPARTMENT OF COMMERCE • NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY • MANUFACTURING EXTENSION PARTNERSHIP

CLIENT SUCCESS: TWO SOCKETS - TWO METERS, INC.

“Being able to speak one-on-one with experts within the various aspects of exporting was very beneficial. Dakota MEP provided an excellent opportunity to put all the experts in one room and provided the information that was important to us.”

Mitch Richter, Marketing
Two Sockets - Two Meters, Inc.

ExporTech Provides High Voltage Results for Two Sockets - Two Meters, Inc.

Two Sockets - Two Meters, Inc. (TSTM), of Sioux Falls, South Dakota, manufactures and provides meter sockets and voltage transformers to the electrical industry nationwide. TSTM is a fully-independent company that sprang from the experience and resources of a meter services operation known as May Engineering. They are dedicated to improving metering function, installation, cost and safety across the electricity industry. TSTM began in 1996 to explore the marketability of products developed in response to a catastrophic solid-state meter explosion in Nebraska. The company employs 3 people.

Situation:

TSTM was interested in developing a market outside of the U.S., specifically in Mexico or Canada, for their VT-pack voltage transformer assembly. Their VT-Pack, a lightweight, easily-installed, multi-transformer assemblage, is applicable to most 480V metering applications regardless of location.

Solution:

TSTM participated in an ExporTech seminar facilitated by the Manufacturing Extension Partnership. The seminar provided an understanding of what they needed to do to begin exporting, from identifying the correct forms to fill out, identifying financing options, and highlighting best practices. The ExporTech training provided the necessary background information. Also, it connected them with others in the region who have experience in exporting. As a result of the ExporTech training, TSTM was able to export an order to Canada. They used much of the knowledge gained from the seminar to develop a relationship with an expeditor, made sure they had included the proper international commercial terms in the contract, used the proper trucking company and applied best practices for dealing with the monetary exchange rate.

Results:

- * Exported over \$500,000 order to Canada.
- * Developed new market opportunities.

Exported over
\$500,000